



The Edge

Information and news that gives you an edge in the real estate business.

THIS WEEK



- Mortgage Rates Continue Creeping Upward
- An Update on Houston Housing and Community Affairs
- HAR Virtual Labs Are Here for You
- REALTOR® Safety Webinar
- Fine-Tune Your Cross-Cultural Communication

"The Edge" is a weekly tool for managers to use to inform their agents and stay current and up-to-date with important real estate industry issues.
*Produced by the **HAR Communications Department.***



Mortgage Rates Continue Creeping Upward

- For the third straight week, mortgage rates pushed past 3 percent, with the average 30-year fixed loan hitting a nine-month high of 3.09% last week, according to Freddie Mac.
- The uptick is being driven by a rise in the yield on the 10-year Treasury, which is closely tied to consumer loans like mortgages, credit cards and auto loans.
- Rising mortgage rates typically signal a recovering economy and despite applications for mortgages dropping week-over-week, Lending Tree Chief Economist Tendayi Kapfidze told *Yahoo! Finance Live* that the rates are still “very favorable” for home buying.
- “If you look over the past 10 years, mortgage rates are still lower than 95% of the time, and over the past 30 to 40 years, they’re lower than 99% of the time,” Kapfidze said.
- He says the biggest challenge for the housing market continues to be low inventory, and last year’s rush to refinance is only adding to the problem.
- The National Association of Realtors (NAR) just reported that inventory reached a record low of 1.03 million units in February, down 29.5% from one year ago — the largest annual decline ever.
- Read more of this *Yahoo! Finance* story [HERE](#).



An Update on Houston Housing and Community Affairs

Natural disasters take a repeated toll on our community, from the power outages caused by the recent freeze to the flooding caused by hurricanes and tropical storms, not to mention the ongoing coronavirus pandemic, and the effects these events have on affordable housing and housing in general. To find out how the City of Houston is addressing these issues and more, we chat with **the Honorable Tiffany D. Thomas, chair of Houston City Council's Housing and Community Affairs Committee**, on this week's edition of *HAR On the Move*.

Each Wednesday, the *HAR on the Move* podcast covers a variety of topics that are beneficial to all HAR members.

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HAR Virtual Labs Are Here for You

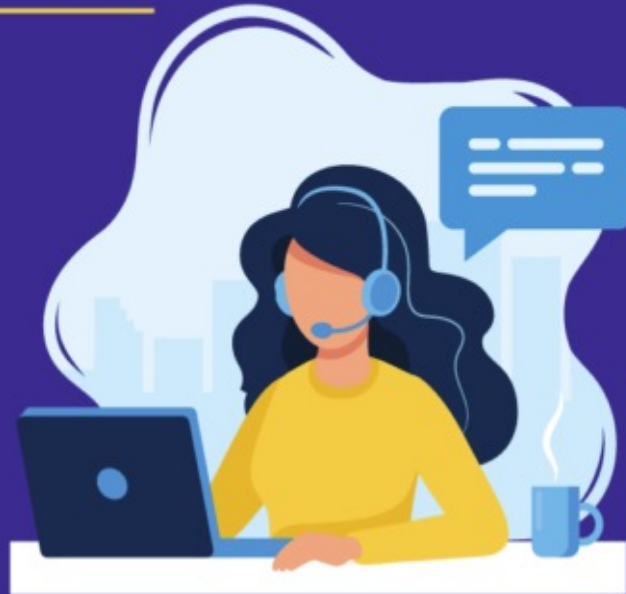
HAR Virtual Labs



TUESDAY & THURSDAY
10 a.m. - 12 p.m.

How-To • Tips • Q & A

#HARVirtualLabs



Have you taken advantage of **HAR Virtual Labs** yet? HAR Virtual Labs are open sessions that are available to all members each **Tuesday and Thursday, from 10 a.m. to 12 noon**. Anyone logging in can work with HAR staff in real time to get answers to their questions or quick “How To” tips on the various HAR Tools and Matrix. These are come and go sessions, so hop on at your convenience, ask your questions or just listen in, and stay on the session for as little or as much as you’d like. HAR is here for you and we look forward to having you join us! **#HARVirtualLabs**

Visit www.har.com/labs to participate in any or all of these twice-a-week sessions.



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REALTOR® SAFETY

Webinar

MARCH 24

12 - 1:30 p.m.

har.com/safety





Fine-Tune Your Cross-Cultural Communication

With so much diversity in the Houston marketplace, is it possible to communicate effectively when we have to engage with so many different types of people? Tracy Brown will share some simple tools and techniques to help you recognize the cultural cues that can make – or break – your relationships with colleagues, clients or others in the community. Bring examples of sticky situations you've been in and a few will be selected for coaching on real-life cross-cultural communication challenges.

***Wednesday, April 7, 2021
12 to 1:30 p.m.***

A graphic for a webinar. On the left, a blue semi-transparent box contains the text "HAR WEBINAR" in a red box, followed by "CROSS CULTURAL COMMUNICATION: A PATHWAY TO PROFIT" in white, and "APRIL 7 12-1:30 p.m." in yellow. On the right, several colorful wooden figures (orange, green, blue, white, red, teal) are arranged on a dark wooden surface. The HAR.com logo is in the top right corner, and the URL "har.com/diversity" is at the bottom right.

HAR WEBINAR

**CROSS CULTURAL
COMMUNICATION:
A PATHWAY TO PROFIT**

**APRIL 7
12-1:30 p.m.**

**HAR
com**

har.com/diversity

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